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Forecast Definition

Forecast Definition

Create Forecast Snapshot Each Week

Active

Forecast Snapshot Day Sunday

3-102

Forecast Date

11/23/2003

103

104

101

Forecast Series Participants

All 0-9 A B C D E F G H I J K L M N O P Q R S T U V W X Y Z Previous Next

Last Name

Phillips

Rogers

Taylor

Waller

Williams

First Name

Ethan

Rick

Ryan

Lisa

Joan

All 0-9 A B C D E F G H I J K L M N O P Q R S T U V W X Y Z Previous Next

Number of records displayed: 25

Fig 1

SIEBEL

CRM OnDemand

Home 1 Calendar Leads Accounts Contacts Opportunities Forecasts Reports Solutions Serv CustomerCare Training Admin MySetup Deleted Items Help Sig

Contacts  
Advanced Search Submit

- create
- ask
- appointment
- contact
- opportunity
- account
- lead
- service Request
- solution

Forecast Definition

Step 1

Step 2

Step 3

Select your Forecast Snapshot Frequency

Create Forecast Snapshot Each\*

Week

\* = Required Field

202

201

Cancel

Next Cancel

Fig. 2

SIEBEL

CRM OnDemand

Search

Contacts

Advanced Search

Submit

Create

Task

Appointment

Contact

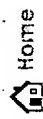
Opportunity

Account

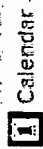
Lead

Service Request

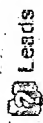
Solution



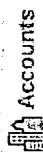
Home



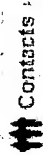
Calendar



Leads



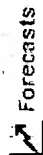
Accounts



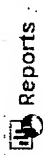
Contacts



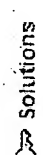
Opportunities



Forecasts



Reports



Solutions



Service

Forecast Definition

Step 1

Step 2

Step 3

Select your Forecast Snapshot Auto Forecast Date

Forecast Snapshot Day\* Sunday

\* = Required Field

Previous

Next

Cancel

Previous

Next

Cancel

Fig. 3

400

401

le Edit View Favorites Tools Help

Back Search Favorites Media Go Google- Search Web Search Site PageRank

Address: https://od1.siebel.com/OnDemand/user/ForecastDef

**SIEBEL CRM OnDemand**

Home Calendar Leads Accounts Contacts Opportunities Forecasts Reports Solutions Deleted Items Help

**Forecast Definition**

Help Tutorial Back

Step 1 Step 2 Step 3

Select the Roles you wish to include in your Forecast. The users related to each role will be the Forecast participants.

Company Roles

Field Sales Rep  
Service Manager  
Service Rep

Forecasting Roles

Executive  
Sales & Marketing Manager  
Inside Sales Rep  
Administrator

Previous Finish Cancel

Previous Finish Cancel

one

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Home Calendar Leads Accounts Contacts Opportunities Forecasts Reports Solutions Service Campaigns Dashboard Deleted Items

Internet

Fig 4

402 404 403

500

# SIEMEL CRM OnDemand

Search

Contacts

Advanced Search

Submit

## Create

- Task
- Appointment
- Contact
- Opportunity
- Account
- Lead
- Service Request
- Solution

## Forecast Homepage

To view a forecast, select the appropriate Forecast Date. Automated forecasts must first be defined and scheduled by your administrator before they will be viewable.

### Forecast Homepage

All 0-9 A B C D E F G H I J K L M N O P Q R S T U V W X Y Z												Previous	Next				
Status	Forecast Date	Pipeline	Forecast	Closed Revenue	Owner												
Active	9/21/2003	\$55,050,000.00	\$43,950,000.00	\$7,800,000.00	Ethan Phillips												
Active	9/21/2003	\$55,050,000.00	\$43,950,000.00	\$7,800,000.00	Joan Williams												
Active	9/21/2003	\$35,450,000.00	\$27,550,000.00	\$1,400,000.00	Ryan Taylor												
Active	9/21/2003	\$10,400,000.00	\$7,200,000.00	\$3,200,000.00	Rick Rogers												
Active	9/21/2003	\$0.00	\$0.00	\$0.00	Lisa Waller												
Active	10/12/2003	\$12,600,000.00	\$10,850,000.00	\$0.00	Ethan Phillips												
Active	10/12/2003	\$12,600,000.00	\$10,850,000.00	\$0.00	Joan Williams												
Active	10/12/2003	\$2,800,000.00	\$2,800,000.00	\$0.00	Ryan Taylor												
Active	10/12/2003	\$5,250,000.00	\$4,200,000.00	\$0.00	Rick Rogers												
Active	10/12/2003	\$0.00	\$0.00	\$0.00	Lisa Waller												
Active	10/19/2003	\$12,600,000.00	\$10,850,000.00	\$0.00	Ethan Phillips												
Active	10/19/2003	\$12,600,000.00	\$10,850,000.00	\$0.00	Joan Williams												
Active	10/19/2003	\$2,800,000.00	\$2,800,000.00	\$0.00	Ryan Taylor												
Active	10/19/2003	\$5,250,000.00	\$4,200,000.00	\$0.00	Rick Rogers												
Active	10/19/2003	\$0.00	\$0.00	\$0.00	Lisa Waller												
Active	10/26/2003	\$12,600,000.00	\$10,850,000.00	\$0.00	Ethan Phillips												
Active	10/26/2003	\$12,600,000.00	\$10,850,000.00	\$0.00	Joan Williams												
Active	10/26/2003	\$2,800,000.00	\$2,800,000.00	\$0.00	Ryan Taylor												
Active	10/26/2003	\$5,250,000.00	\$4,200,000.00	\$0.00	Rick Rogers												
Active	10/26/2003	\$0.00	\$0.00	\$0.00	Lisa Waller												
Active	11/2/2003	\$13,150,000.00	\$11,400,000.00	\$0.00	Ethan Phillips												
Active	11/2/2003	\$13,150,000.00	\$11,400,000.00	\$0.00	Joan Williams												
Active	11/2/2003	\$3,000,000.00	\$3,000,000.00	\$0.00	Ryan Taylor												
Active	11/2/2003	\$5,600,000.00	\$4,550,000.00	\$0.00	Rick Rogers												
Active	11/2/2003	\$0.00	\$0.00	\$0.00	Lisa Waller												
All 0-9 A B C D E F G H I J K L M N O P Q R S T U V W X Y Z												Previous	Next				

Number of records displayed: 25

Fig 5

501

502

503



700

701

Search

Contacts

Advanced Search

Create

Task

Appointment

Contact

Opportunity

Account

Lead

Service Request

Solution

**Forecast Edit**

Forecast Summary				
Forecast Date	Closed Revenue	Forecast	Best Case	Pipeline
7/1/2003	\$3,450,000.00	\$25,200,000.00	\$0.00	\$33,100,000.00
8/1/2003	\$2,350,000.00	\$5,950,000.00	\$0.00	\$5,950,000.00
9/1/2003	\$2,000,000.00	\$12,800,000.00	\$0.00	\$16,000,000.00
Totals	\$7,800,000.00	\$43,950,000.00	\$0.00	\$55,050,000.00
				\$26,315,014.95

Fig 7



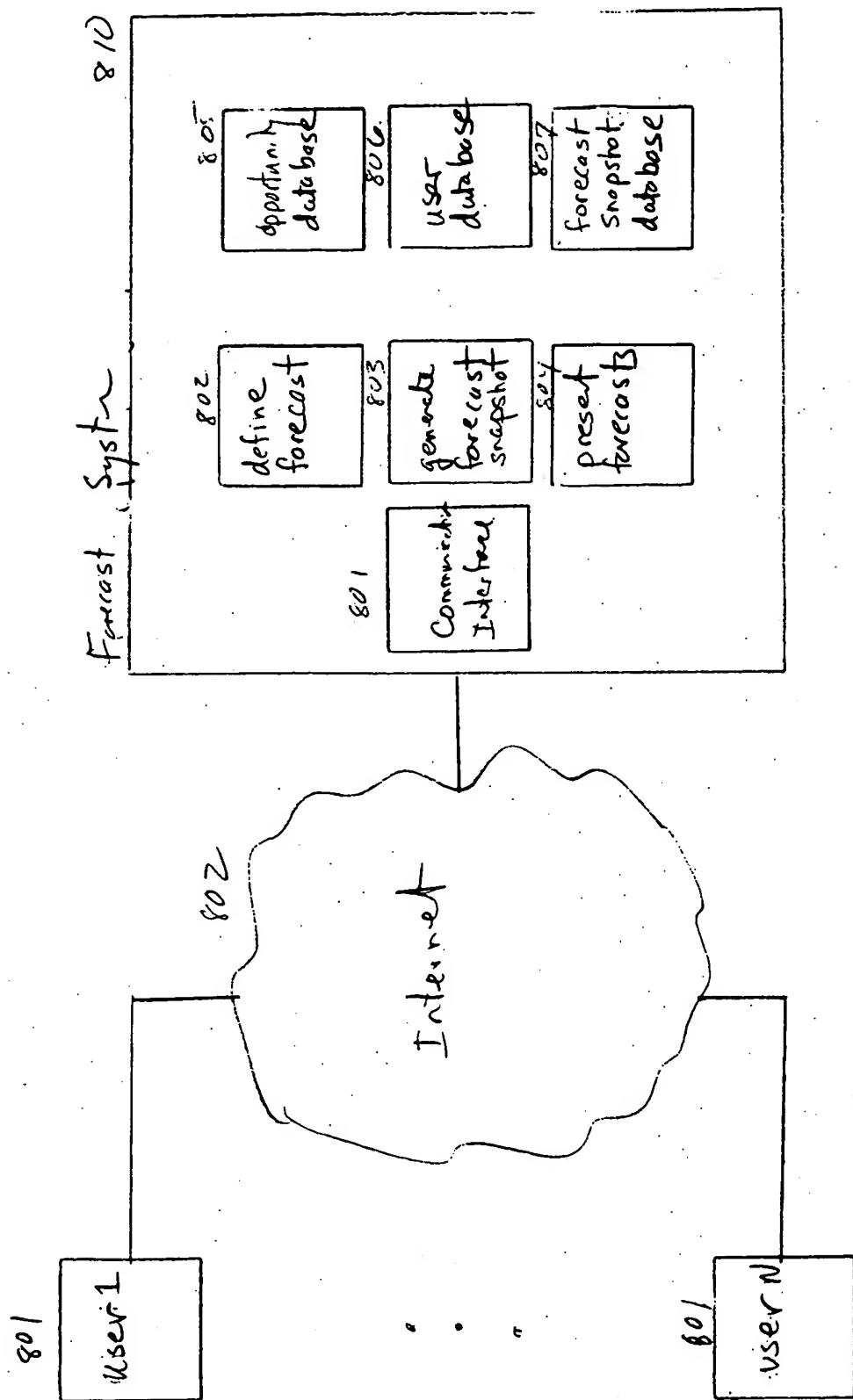


Fig 8

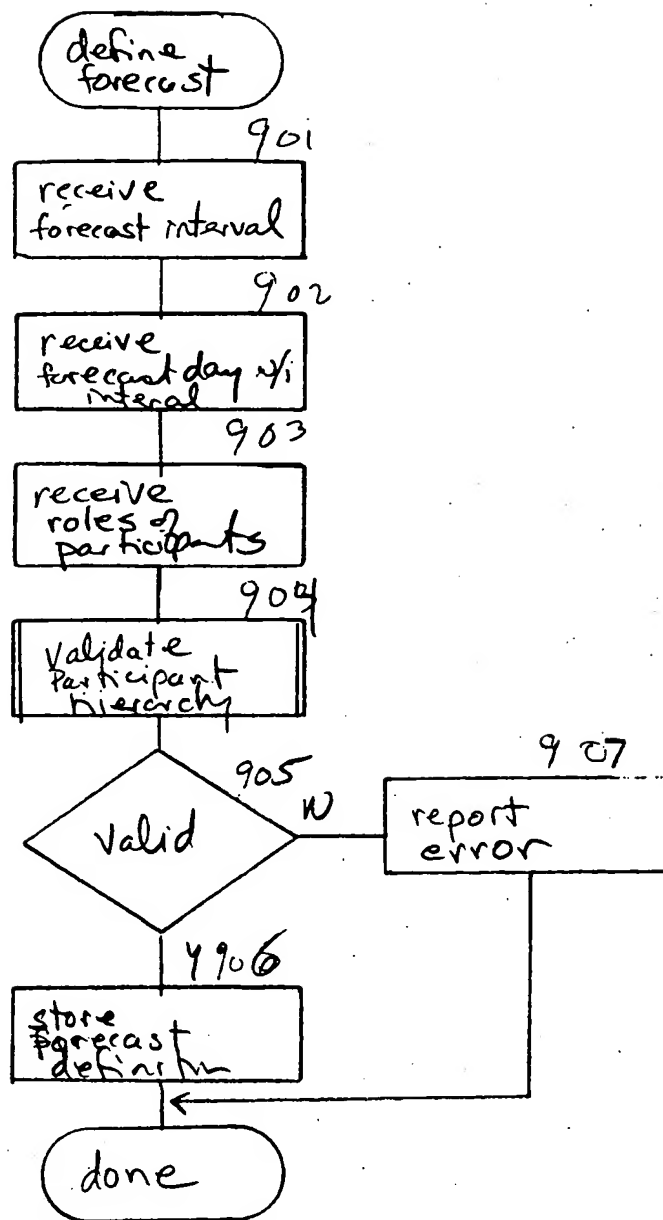


Fig 9

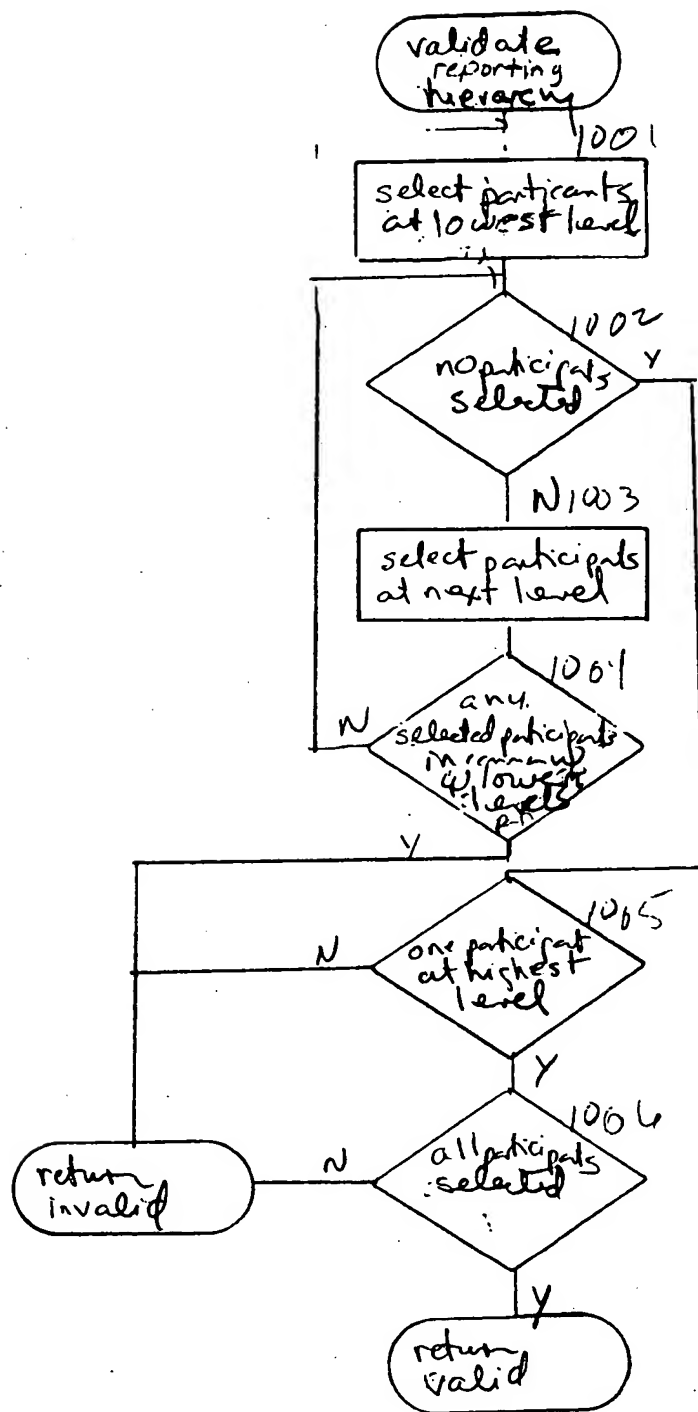


Fig 10

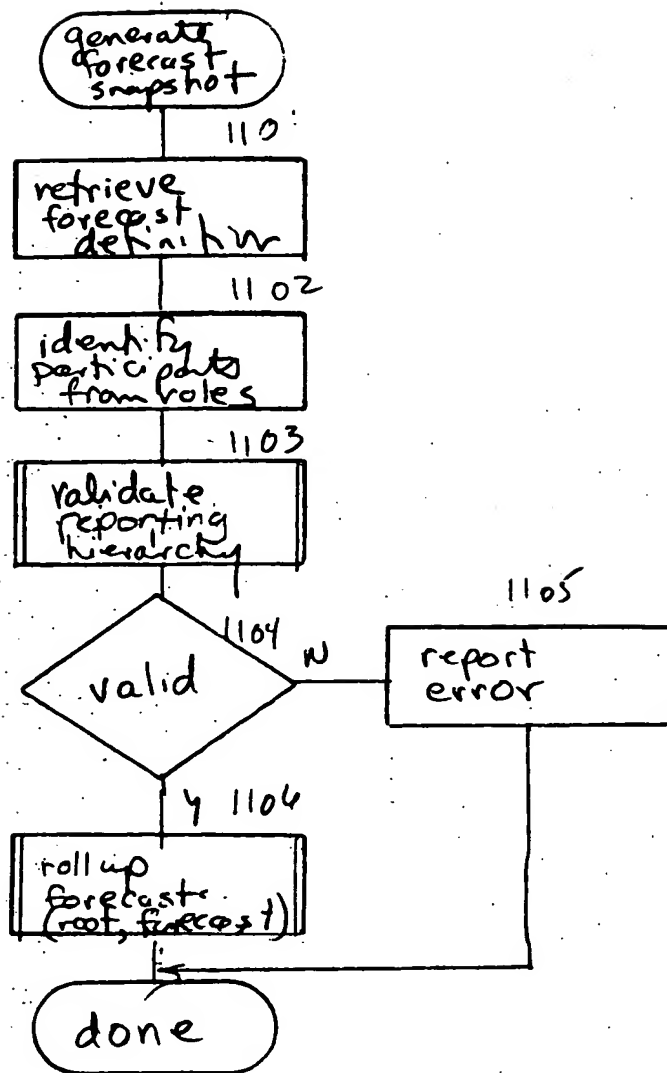


Fig 11

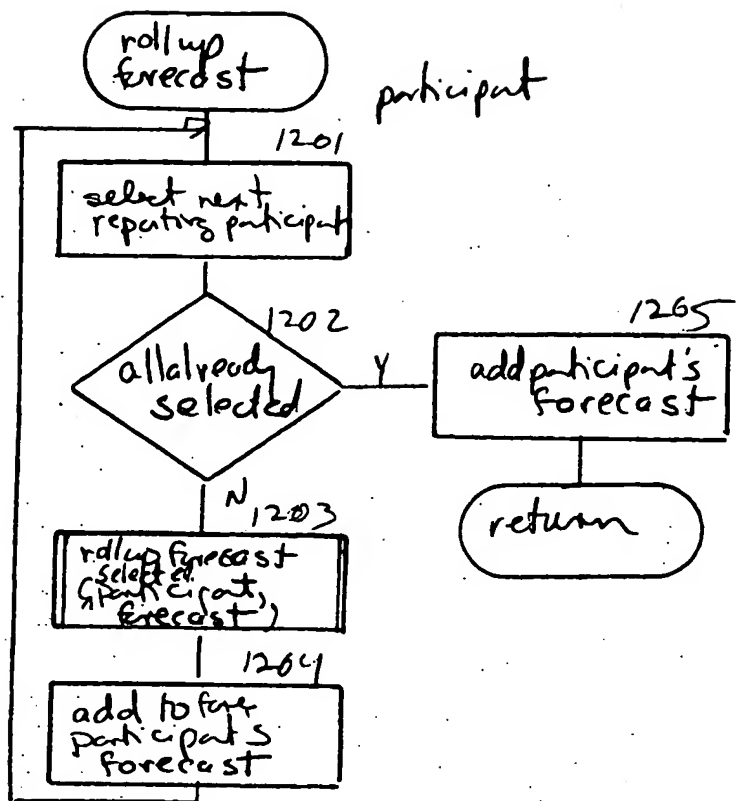


Fig 12

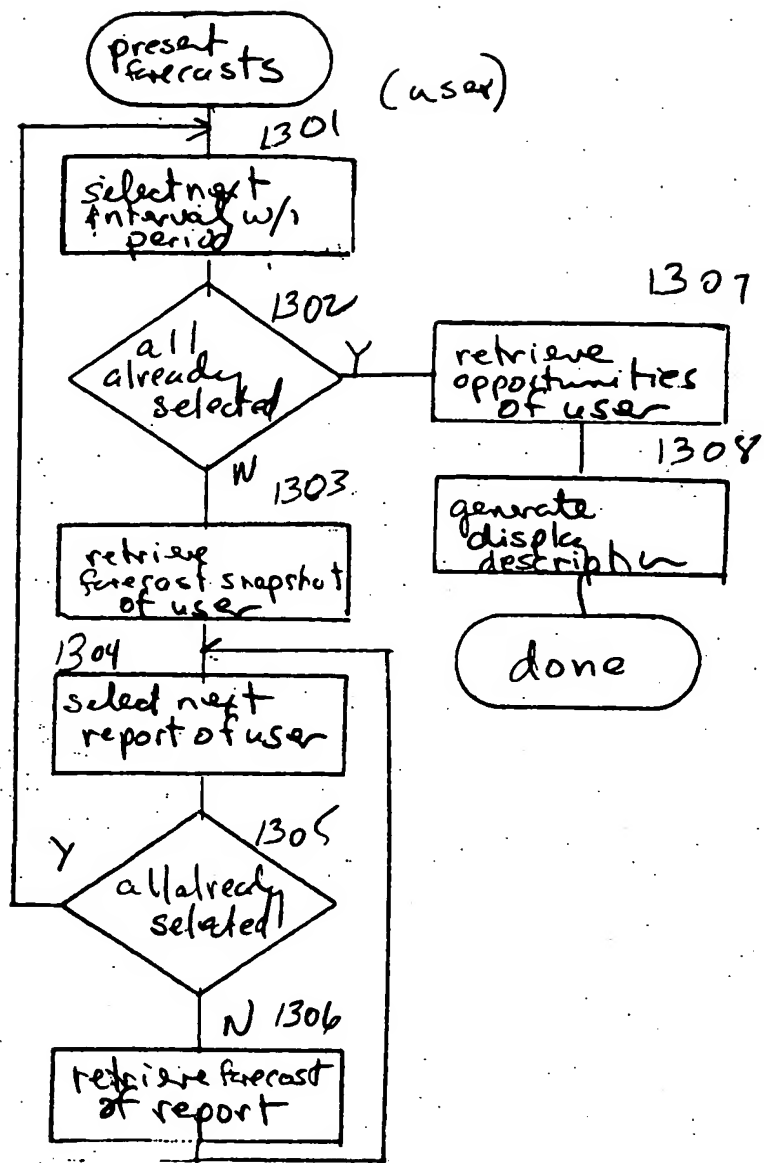


Fig 13